

## **Effective Job Development Strategies for W-2**

(2 day classroom/computer course)

### **Purpose**

***Effective Job Development Strategies for W-2*** provides W-2 Job Developers with practical strategies and effective techniques designed to make the connection between the W-2 participant and the local labor market.

The course places strong emphasis on the use and application of Labor Market Information (LMI) and provides the opportunity for hands on experience utilizing on line LMI resources available to the W-2 job developer.

The course also covers Employer Guidelines and Assurances for W-2 job seekers, development of short-term customized skills trainings, maintenance of employer relations, and job retention.

### **Learning Objectives**

Upon completion of this topic, course participants will be able to:

- Understand the Milwaukee Regional Labor Market and the impact it has on Job Development activities.
- Explain what labor market information is, the different sources/places to find it, and how to apply it to job development
- Locate wage information, and relate it to job placement and sector based career advancement activity
- Utilize other labor market information data such as industry trends and unemployment rates
- Employ a wide range of LMI tools, including LMI websites, to obtain specific data on their local economy
- Locate employment projections information (fastest growing occupations, most job openings), and relate it to job placement and sector based career advancement activity
- Use labor market data resources to initiate and establish employer relationships
- Explain the role of job development activity in W-2 (including Performance Standards and Incentives)
- Relate W-2 policies and procedures to job development
- Explain and use W-2 Employer Assurances and Guidelines
- Market W-2 job seekers and services to employers
- Create appropriate CSJ and trial job sites
- Identify the need for, and Create Short Term Customized Skills Training based on LMI and Employer demand
- Identify methods to maintain good working relationships with their local employer base

## ***Effective Job Development Strategies for W-2***

### Schedule of classes:

March 21 & 22, 2006	Milwaukee
March 29 & 30, 2006	Milwaukee
April 12 & 13, 2006	Milwaukee
April 26 & 27, 2006	Milwaukee
June 6 & 7, 2006	Madison
June 14 & 15, 2006	Oshkosh
June 21 & 22, 2006	Superior
June 27 & 28, 2006	Eau Claire
August 1 & 2, 2006	Mosinee

For the most up to date training schedule or to register for classes see the Partner Training Website <http://www.dwd.state.wi.us/dwspts/>